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International business training series offered this spring

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NEWS RELEASE

March 9, 2009

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INTERNATIONAL BUSINESS TRAINING SERIES OFFERED THIS SPRING

MISSOULA –

The Montana World Trade Center and Governor's Office of Economic Development will team up this spring to present the third annual Global Trade Certificate Program for Montana companies.

The University of Montana-based MWTC will host this year's program – themed "Global Opportunities in an Economic Downturn" – in an effort to continue fostering global business opportunities during unprecedented and challenging economic times.

The program is a three-part series of one-and-a-half day presentations by local and regional experts as well as interactive learning experiences meant to give businesses and professionals the tools and resources to build a foundation for global growth.

The first session is Thursday and Friday, March 26-27, at the Montana Manufacturing Extension Center at Montana State University–Bozeman. The session will focus on the current global business environment and essentials for competing in the global market, including the success stories of Montana businesses. The second session also will meet in Bozeman, April 16-17, and will concentrate on the financial resources and tools to support effective sales and transactions. The program culminates May 21-22 at UM's MonTECH offices and will continue

discussions on financial resources and services with presentations on doing business in China and India.

Participants can receive up to 40 hours of Continuing Professional Education credit or prorated hours for individual sessions completed. The Montana State Bar Association approved the course for nine hours of Continuing Legal Education credits.

The cost of the entire program is \$550 for MWTC members and affiliates and \$655 for nonmembers. Individual sessions cost \$195 for MWTC members and affiliates and \$225 for nonmembers. Discounts and scholarships are available to qualifying individuals.

Presentation topics will include how to identify global opportunities in the current market, market entry strategies, financing mechanisms, logistics and supply chain management, trademark and intellectual property protection tools, available local and national resources and much more.

Featured speakers will include Gary DeGrange, vice president of U.S. Bank's Global Trade Services; David Josephson, western regional director of Export-Import Bank of the United States; Robert Gibson, director of operations at Simms Fishing Products; Spencer Williams, president of West Paw Design; and Antoinette M. Tease and William E. Perry, both of Garvey Schubert Barer Law Firm.

"We are pleased to bring together a key group of local and national experts dedicated to supporting the international growth of Montana companies," said Arnie Sherman, MWTC director. "Montana businesses will play a role in the global marketplace, and this is the type of training that allows businesses and service providers to have an advantage entering foreign markets."

Montana Gov. Brian Schweitzer agreed. "The Global Trade Certificate program is a key

effort to create a network of business professionals in the region trained on the impacts and advantages of global trade," he said. "The certified individuals and companies play an essential role in fostering economic growth in the state of Montana and the region."

The program is sponsored and endorsed by the Montana Small Business Administration, the U.S. Commercial Service, Export-Import Bank, Prospera Business Network, Montana Economic Development Association and the Montana Manufacturing Extension Center.

For more information about the program, locations, course content, speakers and registration information, call Nicole Hagerman at 406-243-5856 or visit the program Web site at <http://www.mwtc.org/GTCP>.

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